





Strategic Plan: 2023 - 2028





"Sustainable Livelihoods and Better Communities"



Kilimo Trust is a not-for-profit organization that collaborates with stakeholders in the agricultural sector to address the challenges faced by farmers and other value chain actors in Eastern Africa. We aim to enhance agricultural productivity, increase sustained farmer incomes and promote food and nutrition security in the region.

Our Vision

Sustained and equitable wealth creation, food and nutrition security for smallholder farmers and other value chain actors.

Our Mission

Making agribusiness a transformative tool for wealth creation, food and nutrition security for smallholder farmers and other value chain actors.

Our Values

- + Teamwork
- + Partnerships
- + Value for money
- + Integrity
- + Empathy

Our Value Proposition

Kilimo Trust has deep subject-matterspecific knowledge and expertise as well as the understanding of:

- gaps and obstacles within and across agriculture value chains;
- markets to sufficiently serve the Eastern African region.

Our Core Business Area: To structure national and regional trade in agricultural products for enhanced wealth, food and nutrition security for smallholder farmers and other value chain actors.

Our Strategic Pillars



Agricultural transformation and resilience



Effective and efficient project implementation



Resource mobilization and sustainability



Operational efficiency

Who are our target stakeholders?

- 1. Small and mediumscale farmers
- 2. Women, People Living with Disabilities, youth and entrepreneurs
- 3. Agribusinesses and value chain actors
- 4. For farmer institutions



Capacity building and technical assistance



Access to finance



Access to markets

Our services are driven by the following key outputs:

- ✓ Adoption of productivity-enhancing technologies
- ✓ Promotion of climate smart agricultural practices
- ✓ Promotion of nutritious and safe food practices







Kilimo Trust's Winning Leadership Team

Our Board: The organisation is governed by a multispecialized Board of Directors and Trustees.

Our Management: The organisation's operations are led by management and project teams with decades of experience in managing and informing agricultural projects across Eastern Africa.

Kilimo Trust is led by a Chief Executive Officer who reports to the Board.

Kilimo Trust's Locations

We are headquartered in Uganda, with fully-fledged subsidiaries in Tanzania, Rwanda and Kenya. We also operate in Burundi, South Sudan, the Democratic Republic of Congo and intend to expand to Ethiopia.

Benefits of our locations:

- On the ground knowledge and insights
- A wide network of local partners

Our Funding Strategy

Over the next five years, we will aim to raise at least USD 10 million annually to drive our core business and secure our sustainability. We aim to raise 80% of this amount from development financiers and 20% from internal commercial initiatives.

Our Strategic Risk Management

To ensure we scale our impact, we are tracking the following strategic risks for the next 5 years:

- + Governance
- + Planning and resource allocation
- + Market dynamics
- + Financial planning and monitoring
- + Research and development
- + Communication

Our Theory of Change articulates how the key interventions of our strategic pillars will lead to the intended outcomes and scale Kilimo Trust's impact to the communities in Eastern Africa at large. The resulting change is guided by our strategic purpose for the years 2023 – 2028.

Pillar 1:Agricultural Transformation and Resilience

Pillar 2:Effective and Efficient Project Implementation

Pillar 3:Resource Mobilization and Sustainability

Pillar 4:Operational Efficiency

Key Interventions Increase adoption of highproduction, climate-smart and nutritious value chains

Build long-term partnerships with Agriculture stakeholders Develop robust project management plans

Adopt effective project MEL practices

Diversify KT's funding streams

Strengthen cost recovery and fund reservation practices Develop comprehensive market/donor knowledge management and sharing platforms

Empower KT's people at all levels towards a shared vision of success

Key Outcomes Enhance food and nutritional security, food quality and access to highvalue markets

Holistic development of agricultural market systems

Improved project efficiency ratios

Increased donor attribution, confidence and trust Increased funding sources and funding growth rates

Enhanced organizational resilience Increased sectoral knowledge and donor understanding

Increased staff skills, motivation and engagement levels

Impact to KT Communities Increased community household incomes, financial resilience and health levels

 Increased community access to more scalable and sustainable donor-funded programs ✓ Increased community access to more innovative and localized agriculture programs

Increased community access to modern knowledge on agricultural practices and well-trained agricultural advisors

Resulting Change

Sustainable livelihoods and better communities

Innovative

partnerships and initiatives

Our Achieved Impact, 2018 - 2023

Livelihood Improvement

Farmers and other actors reached: 521,470

SMEs supported: 533

Number of jobs created: 3,436

Value of agricultural finance accessed by farmers and other value chain actors: USD 32 Million

Regional Trade and Market Systems Development

Value of commodities traded: USD 192 Million

Agro Inputs Traded: 35,222 MT

Business linkages established: 3,337

Value of public and private sector investment leveraged by KT projects: USD 56 Million

Our Target Impact, 2023 - 2028

Livelihood Improvement

Farmers and other actors reached: 1.4 million

SMEs supported: 1,500

Number of jobs created: 12,100

Value of agricultural finance accessed by farmers and other value chain actors: USD 112 Million

Regional Trade and Market Systems Development

Value of commodities traded: USD 817 Million

Agro Inputs Traded: 80,000 MT

Business linkages established: 5,242

Value of public and private sector investment leveraged by KT projects: USD 110 Million

For other key metrics that we track, feel free to contact us...

Kilimo Trust



Contact us for more details about our strategic plan at:

Our story - Kilimo Trust



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